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1988 GOVERNMENT RELATIONS SURVEY

ASSOCIATE MEMBERS' EDITION

Prepared for the Membership by the Government Relations
Committee of the American Hardware Manufacturers Association

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1988 AHMA GOVERNMENT RELATIONS SURVEY SUMMARY
FOR MANUFACTURERS' REPRESENTATIVES

Product line(s) represented:

37.1	Building Materials	53.8	Lawn and Garden
79.6	Hardware	45.2	Plumbing and Electrical
73.1	Hand and Power Tools	40.3	Paint and Sundries
13.4	Automotive, Toys and Sports	14.5	Housewares

1. Please enter your forecast for 1988 for the following economic indices (on a 12-month average basis) by percentage:

   4.8 Inflation

   6.4 Unemployment

   3.0 Gross national product

   8.7 Prime interest rate

2. How would you reduce federal budget deficits?

	Yes	No	Unsure
• Reduce federal discretionary spending	93.4	1.6	4.9
• Reduce entitlement programs	73.1	13.1	13.7
• Reduce defense spending	59.1	31.5	9.4
• Selectively raise taxes (e.g. oil import fees)	57.0	34.9	8.1
• Impose consumption tax (e.g. VAT or national sales tax)	28.6	58.9	12.6
• Abide by Gramm-Rudman for accross-the-board cuts	68.9	14.8	16.4

3. How would you assess the Reagan Administration's policy regarding foreign imports?

2.7 Restrictive

59.0 Lenient

38.3 About right

4. What impact have imports had on your company's sales?

48.4 A significant impact

44.0 A minor but growing impact

7.6 No impact at all

5. Assess the reasons for import penetration in the domestic consumer hardlines industry.

	Very Important	Moderately Important	Not Important
a. Price of imports	88.6	9.7	1.6
b. Value of U.S. dollar	54.2	40.7	5.1
c. Quality of imports	45.9	47.5	6.6
d. Non-competitive U.S. labor costs	76.2	21.6	2.2
e. Consumer acceptance of imports	59.0	35.5	5.5
f. Unfair foreign trade practices	48.9	39.1	12.0
g. Customer's lack of understanding of total procurement costs	28.2	38.7	33.1

6. Labor issues, especially federally mandated health benefits, are predicted to dominate much of the legislative debate in 1988. Please indicate your interest in the following issues by placing the number that corresponds best with your assessment:

#1 Very important
#2 Moderately important
#3 Not important
#4 Need more information

	#1	#2	#3	#4
a. Parental and disability leave	18.9	31.1	39.4	10.6
b. Occupational disease notification	30.9	32.6	24.2	12.4
c. Increase in minimum wage	23.9	38.9	33.9	3.3
d. Polygraph prohibition	14.6	18.5	48.3	18.5
e. Mandatory health insurance	37.8	28.3	21.1	12.8

1988 AHMA GOVERNMENT RELATIONS SURVEY
FOR MANUFACTURER'S REPRESENTATIVES
TABLE 1

PRODUCT LINE(S) REPRESENTED BY YOUR FIRM:

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE
TOTAL	186 100.0%	69 100.0%	148 100.0%	136 100.0%	25 100.0%	100 100.0%	84 100.0%	75 100.0%	27 100.0%
BUILDING MATERIALS	69 37.1%	69 100.0%	60 40.5%	54 39.7%	11 44.0%	45 45.0%	40 47.6%	40 53.3%	15 55.6%
HARDWARE	148 79.6%	60 87.0%	148 100.0%	116 85.3%	24 96.0%	83 83.0%	66 78.6%	63 84.0%	25 92.6%
HAND & POWER TOOLS	136 73.1%	54 78.3%	116 78.4%	136 100.0%	22 88.0%	72 72.0%	66 78.6%	62 82.7%	23 85.2%
AUTOMOTIVE, TOYS & SPORTS	25 13.4%	11 15.9%	24 16.2%	22 16.2%	25 100.0%	17 17.0%	16 19.0%	15 20.0%	7 25.9%
LAWN & GARDEN	100 53.8%	45 65.2%	83 56.1%	72 52.9%	17 68.0%	100 100.0%	50 59.5%	49 65.3%	20 74.1%
PLUMBING & ELECTRICAL	84 45.2%	40 58.0%	66 44.6%	66 48.5%	16 64.0%	50 50.0%	84 100.0%	46 61.3%	17 63.0%
PAINT & SUNDRIES	75 40.3%	40 58.0%	63 42.6%	62 45.6%	15 60.0%	49 49.0%	46 54.8%	75 100.0%	16 59.3%
HOUSEWARES	27 14.5%	15 21.7%	25 16.9%	23 16.9%	7 28.0%	20 20.0%	17 20.2%	16 21.3%	27 100.0%
SIGMA	664 357.0%	334 484.1%	585 395.3%	551 405.1%	137 548.0%	436 436.0%	385 458.3%	366 487.9%	150 555.7%

Q.1- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"INFLATION"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	170 100.0%	63 100.0%	136 100.0%	123 100.0%	20 100.0%	92 100.0%	76 100.0%	70 100.0%	27 100.0%
1.0%	1 .6%			1 .8%		1 1.1%	1 1.3%		
1.5%	2 1.2%	1 1.6%	1 .7%	2 1.6%		2 2.2%	1 1.3%	2 2.9%	
2.0%	8 4.7%	2 3.2%	7 5.1%	5 4.1%		4 4.3%	2 2.6%	1 1.4%	
3.0%	12 7.1%	4 6.3%	11 8.1%	8 6.5%	2 10.0%	5 5.4%	7 9.2%	4 5.7%	3 11.1%
3.5%	4 2.4%	1 1.6%	4 2.9%	2 1.6%		3 3.3%	1 1.3%	2 2.9%	
3.6%	1 .6%	1 1.6%	1 .7%	1 .8%		1 1.1%	1 1.3%		
4.0%	46 27.1%	15 23.8%	37 27.2%	36 29.3%	5 25.0%	21 22.8%	17 22.4%	21 30.0%	7 25.9%
4.2%	1 .6%					1 1.1%	1 1.3%	1 1.4%	
4.3%	1 .6%		1 .7%			1 1.1%	1 1.3%		
4.5%	9 5.3%	4 6.3%	8 5.9%	8 6.5%	1 5.0%	4 4.3%	4 5.3%	3 4.3%	1 3.7%
5.0%	35 20.6%	11 17.5%	27 19.9%	26 21.1%	3 15.0%	19 20.7%	12 15.8%	13 18.6%	5 18.5%
5.1%	1 .6%		1 .7%	1 .8%		1 1.1%	1 1.3%		
5.2%	2 1.2%	1 1.6%	1 .7%	1 .8%					

(CONTINUED...)

Q.1- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES (FOR THE 12-MONTH PERIOD AVERAGE): "INFLATION"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELEC.	PAINT/ SUN- DRIES	HOUSE- WARE
5.3%	1 .6%	1 1.6%						1 1.4%	
5.5%	1 .6%	1 1.6%	1 .7%	1 .8%			1 1.3%	1 1.4%	
5.6%	1 .6%	1 1.6%	1 .7%	1 .8%			1 1.3%	1 1.4%	
6.0%	21 12.4%	7 11.1%	16 11.8%	14 11.4%	4 20.0%	12 13.0%	11 14.5%	8 11.4%	5 18.5%
6.2%	1 .6%		1 .7%	1 .8%		1 1.1%	1 1.3%		
6.5%	1 .6%		1 .7%	1 .8%		1 1.1%	1 1.3%		
7.0%	12 7.1%	8 12.7%	10 7.4%	8 6.5%	4 20.0%	9 9.8%	6 7.9%	7 10.0%	5 18.5%
8.0%	3 1.8%		2 1.5%	2 1.6%		1 1.1%	1 1.3%	1 1.4%	
9.0%	1 .6%	1 1.6%	1 .7%	1 .8%		1 1.1%	1 1.3%	1 1.4%	
10.0%	4 2.4%	4 6.3%	3 2.2%	2 1.6%	1 5.0%	3 3.3%	3 3.9%	2 2.9%	
12.0%	1 .6%		1 .7%	1 .8%		1 1.1%	1 1.3%	1 1.4%	1 3.7%
NO ANSWER	16	6	12	13	5	8	8	5	
BASE	170	63	136	123	20	92	76	70	27
MEAN	4.83	5.18	4.83	4.79	5.38	4.98	5.07	5.04	5.32

(CONTINUED...)

Q.1- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"INFLATION"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELEC.	PAINT/ SUN- DRIES	HOUSE- WARE
SIGMA	186	69	148	136	25	100	84	75	27
	100.5%	100.0%	99.7%	99.8%	100.0%	100.1%	99.8%	99.9%	99.9%

Q.1- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"UNEMPLOYMENT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELEC.	PAINT/ SUN- DRIES	HOUSE- WARE
TOTAL ANSWERING	158 100.0%	58 100.0%	127 100.0%	115 100.0%	18 100.0%	84 100.0%	69 100.0%	67 100.0%	22 100.0%
.5%	2 1.3%	1 1.7%	1 .8%	2 1.7%		2 2.4%	1 1.4%	2 3.0%	
1.0%	1 .6%		1 .8%	1 .9%					
2.0%	3 1.9%		3 2.4%	1 .9%	1 5.6%		1 1.4%	1 1.5%	
4.0%	6 3.8%	2 3.4%	6 4.7%	4 3.5%	1 5.6%	3 3.6%	4 5.8%	4 6.0%	1 4.5%
4.1%	1 .6%	1 1.7%	1 .8%	1 .9%	1 5.6%	1 1.2%	1 1.4%	1 1.5%	1 4.5%
4.5%	2 1.3%	2 3.4%	2 1.6%	2 1.7%		1 1.2%	1 1.4%	1 1.5%	
4.8%	1 .6%		1 .8%	1 .9%		1 1.2%	1 1.4%		
5.0%	16 10.1%	9 15.5%	14 11.0%	10 8.7%	3 16.7%	5 6.0%	10 14.5%	7 10.4%	3 13.6%
5.4%	1 .6%		1 .8%	1 .9%		1 1.2%		1 1.5%	
5.5%	5 3.2%		4 3.1%	4 3.5%		2 2.4%	1 1.4%	2 3.0%	
5.6%	1 .6%	1 1.7%	1 .8%	1 .9%		1 1.2%	1 1.4%		
6.0%	39 24.7%	11 19.0%	31 24.4%	29 25.2%	1 5.6%	22 26.2%	13 18.8%	15 22.4%	3 13.6%
6.1%	1 .6%		1 .8%	1 .9%					

(CONTINUED...)

Q.1- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES (FOR THE 12-MONTH PERIOD AVERAGE): "UNEMPLOYMENT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELEC.	PAINT/ SUN- DRIES	HOUSE- WARE
6.2%	3 1.9%	1 1.7%	1 .8%	2 1.7%			1 1.4%	1 1.5%	
6.3%	3 1.9%		3 2.4%	2 1.7%		1 1.2%		1 1.5%	
6.5%	7 4.4%	4 6.9%	4 3.1%	5 4.3%	1 5.6%	4 4.8%	3 4.3%	5 7.5%	1 4.5%
6.7%	1 .6%		1 .8%	1 .9%		1 1.2%		1 1.5%	
6.8%	2 1.3%	1 1.7%	2 1.6%	1 .9%		2 2.4%	1 1.4%		
7.0%	26 16.5%	5 8.6%	22 17.3%	21 18.3%	5 27.8%	11 13.1%	8 11.6%	8 11.9%	3 13.6%
7.1%	1 .6%	1 1.7%	1 .8%	1 .9%		1 1.2%	1 1.4%		1 4.5%
7.5%	4 2.5%	1 1.7%	3 2.4%	4 3.5%		3 3.6%	1 1.4%	1 1.5%	1 4.5%
8.0%	18 11.4%	9 15.5%	13 10.2%	10 8.7%	2 11.1%	13 15.5%	10 14.5%	8 11.9%	5 22.7%
8.2%	2 1.3%	2 3.4%	1 .8%	2 1.7%		1 1.2%	1 1.4%	2 3.0%	1 4.5%
8.3%	1 .6%	1 1.7%	1 .8%	1 .9%			1 1.4%	1 1.5%	
8.5%	2 1.3%		1 .8%	1 .9%		1 1.2%	1 1.4%		
9.0%	6 3.8%	3 5.2%	5 3.9%	4 3.5%	1 5.6%	4 4.8%	4 5.8%	3 4.5%	
10.0%	1 .6%	1 1.7%	1 .8%	1 .9%	1 5.6%	1 1.2%	1 1.4%		1 4.5%

(CONTINUED...)

Q.1- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES (FOR THE 12-MONTH PERIOD AVERAGE): "UNEMPLOYMENT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE
12.0%	2	2	1	1	1	2	2	2	1
	1.3%	3.4%	.8%	.9%	5.6%	2.4%	2.9%	3.0%	4.5%
NO ANSWER	28	11	21	21	7	16	15	8	5
BASE	158	58	127	115	18	84	69	67	22
MEAN	6.36	6.63	6.26	6.32	6.64	6.61	6.51	6.33	6.97
SIGMA	186	69	148	136	25	100	84	75	27
	99.9%	99.6%	100.1%	100.3%	100.4%	100.4%	99.2%	100.1%	99.5%

Q.1- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"GROSS NATIONAL PRODUCT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE
TOTAL ANSWERING	109 100.0%	35 100.0%	88 100.0%	88 100.0%	12 100.0%	60 100.0%	47 100.0%	45 100.0%	15 100.0%
.0%	2 1.8%		2 2.3%	1 1.1%			1 2.1%		1 6.7%
.1%	3 2.8%	2 5.7%	2 2.3%	2 2.3%		1 1.7%	2 4.3%	1 2.2%	1 6.7%
.2%	1 .9%	1 2.9%	1 1.1%			1 1.7%			
.5%	1 .9%			1 1.1%		1 1.7%	1 2.1%		
1.0%	7 6.4%	2 5.7%	5 5.7%	5 5.7%		4 6.7%	3 6.4%	3 6.7%	1 6.7%
1.2%	1 .9%	1 2.9%	1 1.1%	1 1.1%		1 1.7%	1 2.1%	1 2.2%	
1.5%	2 1.8%	2 5.7%	1 1.1%	2 2.3%		2 3.3%	1 2.1%	1 2.2%	
2.0%	26 23.9%	4 11.4%	21 23.9%	21 23.9%	4 33.3%	11 18.3%	12 25.5%	11 24.4%	2 13.3%
2.3%	3 2.8%		2 2.3%	3 3.4%		1 1.7%		1 2.2%	
2.4%	1 .9%		1 1.1%	1 1.1%					
2.5%	8 7.3%	3 8.6%	7 8.0%	7 8.0%	1 8.3%	6 10.0%	3 6.4%	5 11.1%	
2.7%	1 .9%	1 2.9%	1 1.1%	1 1.1%		1 1.7%	1 2.1%	1 2.2%	
2.9%	1 .9%	1 2.9%	1 1.1%	1 1.1%			1 2.1%	1 2.2%	

(CONTINUED...)

Q.1- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"GROSS NATIONAL PRODUCT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELEC.	PAINT/ SUN- DRIES	HOUSE- WARE
3.0%	22 20.2%	3 8.6%	18 20.5%	16 18.2%	1 8.3%	12 20.0%	8 17.0%	7 15.6%	4 26.7%
3.1%	1 .9%		1 1.1%	1 1.1%					
3.4%	1 .9%		1 1.1%	1 1.1%				1 2.2%	
3.5%	4 3.7%	2 5.7%	2 2.3%	3 3.4%	1 8.3%	2 3.3%	1 2.1%	3 6.7%	
3.6%	1 .9%		1 1.1%	1 1.1%			1 2.1%	1 2.2%	1 6.7%
3.7%	1 .9%	1 2.9%	1 1.1%	1 1.1%			1 2.1%	1 2.2%	
3.9%	1 .9%		1 1.1%						
4.0%	9 8.3%	5 14.3%	8 9.1%	7 8.0%	2 16.7%	7 11.7%	5 10.6%	3 6.7%	1 6.7%
4.5%	1 .9%		1 1.1%	1 1.1%		1 1.7%	1 2.1%		
5.0%	4 3.7%	3 8.6%	3 3.4%	4 4.5%	1 8.3%	4 6.7%	1 2.1%	1 2.2%	2 13.3%
7.0%	2 1.8%	1 2.9%	1 1.1%	2 2.3%				1 2.2%	
8.0%	1 .9%	1 2.9%	1 1.1%	1 1.1%		1 1.7%	1 2.1%		
10.0%	1 .9%		1 1.1%	1 1.1%		1 1.7%			
12.0%	3 2.8%	2 5.7%	3 3.4%	3 3.4%	2 16.7%	3 5.0%	2 4.3%	2 4.4%	2 13.3%

(CONTINUED...)

Q.1- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"GROSS NATIONAL PRODUCT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
NO ANSWER	77	34	60	48	13	40	37	30	12
BASE	109	35	88	88	12	60	47	45	15
MEAN	2.98	3.47	3.08	3.15	4.50	3.34	2.97	3.08	3.91
SIGMA	186	69	148	136	25	100	84	75	27
	99.9%	100.3%	99.7%	99.7%	99.9%	100.3%	99.7%	99.8%	100.1%

Q.1- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"PRIME INTEREST RATE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELEC.	PAINT/ SUN- DRIES	HOUSE- WARE
TOTAL ANSWERING	146 100.0%	54 100.0%	119 100.0%	102 100.0%	17 100.0%	82 100.0%	66 100.0%	59 100.0%	24 100.0%
1.0%	2 1.4%	1 1.9%	2 1.7%	2 2.0%		2 2.4%	2 3.0%		
1.2%	1 .7%	1 1.9%	1 .8%	1 1.0%		1 1.2%			
1.5%	1 .7%		1 .8%						
1.8%	1 .7%		1 .8%	1 1.0%				1 1.7%	
2.0%	4 2.7%		4 3.4%	3 2.9%	1 5.9%	1 1.2%	1 1.5%		2 8.3%
2.5%	1 .7%	1 1.9%				1 1.2%	1 1.5%		
6.0%	1 .7%		1 .8%	1 1.0%			1 1.5%	1 1.7%	
7.0%	6 4.1%	2 3.7%	6 5.0%	4 3.9%	1 5.9%	3 3.7%	2 3.0%	2 3.4%	
7.3%	1 .7%	1 1.9%	1 .8%	1 1.0%		1 1.2%	1 1.5%	1 1.7%	
7.5%	1 .7%			1 1.0%					
8.0%	16 11.0%	7 13.0%	14 11.8%	11 10.8%	1 5.9%	12 14.6%	6 9.1%	9 15.3%	2 8.3%
8.2%	1 .7%		1 .8%	1 1.0%		1 1.2%			
8.3%	1 .7%		1 .8%			1 1.2%			

(CONTINUED...)

8.1- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES (FOR THE 12-MONTH PERIOD AVERAGE): "PRIME INTEREST RATE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE
8.5%	17 11.6%	4 7.4%	16 13.4%	14 13.7%		7 8.5%	4 6.1%	7 11.9%	2 8.3%
8.7%	1 .7%					1 1.2%	1 1.5%	1 1.7%	
8.8%	1 .7%		1 .8%	1 1.0%	1 5.9%	1 1.2%	1 1.5%		
9.0%	39 26.7%	11 20.4%	30 25.2%	29 28.4%	5 29.4%	21 25.6%	19 28.8%	14 23.7%	9 37.5%
9.3%	2 1.4%	2 3.7%	2 1.7%	2 2.0%		1 1.2%	2 3.0%	2 3.4%	
9.5%	9 6.2%	5 9.3%	6 5.0%	7 6.9%	1 5.9%	6 7.3%	3 4.5%	6 10.2%	2 8.3%
10.0%	20 13.7%	10 18.5%	14 11.8%	11 10.8%	4 23.5%	10 12.2%	11 16.7%	7 11.9%	5 20.8%
10.5%	4 2.7%	3 5.6%	4 3.4%	4 3.9%	1 5.9%	3 3.7%	3 4.5%	2 3.4%	2 8.3%
11.0%	9 6.2%	3 5.6%	6 5.0%	4 3.9%	1 5.9%	6 7.3%	3 4.5%	3 5.1%	
11.5%	1 .7%	1 1.9%	1 .8%	1 1.0%			1 1.5%	1 1.7%	
12.0%	4 2.7%	1 1.9%	4 3.4%	2 2.0%		3 3.7%	3 4.5%	2 3.4%	
13.0%	1 .7%		1 .8%	1 1.0%	1 5.9%		1 1.5%		
15.0%	1 .7%	1 1.9%	1 .8%						
NO ANSWER	40	15	29	34	8	18	18	16	3

(CONTINUED...)

1988 AHMA GOVERNMENT RELATIONS SURVEY
FOR MANUFACTURER'S REPRESENTATIVES
TABLE 5-2

Q.1- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"PRIME INTEREST RATE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
	BASE	146	54	119	102	17	82	66	59	24
	MEAN	8.70	8.97	8.61	8.57	9.11	8.71	8.69	8.99	8.67
SIGMA		186	69	148	136	25	100	84	75	27
		100.2%	100.5%	99.6%	100.2%	100.1%	99.8%	99.7%	100.2%	99.8%

Q.2- WOULD YOU REDUCE BUDGET DEFICITS BY:
REDUCING FEDERAL DISCRETIONARY SPENDING

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	182 100.0%	69 100.0%	144 100.0%	133 100.0%	25 100.0%	97 100.0%	82 100.0%	75 100.0%	27 100.0%
YES	170 93.4%	64 92.8%	133 92.4%	122 91.7%	22 88.0%	88 90.7%	76 92.7%	69 92.0%	25 92.6%
NO	3 1.6%	1 1.4%	3 2.1%	3 2.3%	1 4.0%	3 3.1%	2 2.4%		
UNSURE	9 4.9%	4 5.8%	8 5.6%	8 6.0%	2 8.0%	6 6.2%	4 4.9%	6 8.0%	2 7.4%
NO ANSWER	4		4	3		3	2		
SIGMA	186 99.9%	69 100.0%	148 100.1%	136 100.0%	25 100.0%	100 100.0%	84 100.0%	75 100.0%	27 100.0%

Q.2- WOULD YOU REDUCE BUDGET DEFICITS BY:
REDUCING SPENDING ON ENTITLEMENT PROGRAMS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	175 100.0%	68 100.0%	140 100.0%	128 100.0%	24 100.0%	92 100.0%	79 100.0%	74 100.0%	25 100.0%
YES	128 73.1%	53 77.9%	104 74.3%	91 71.1%	15 62.5%	65 70.7%	55 69.6%	52 70.3%	18 72.0%
NO	23 13.1%	7 10.3%	16 11.4%	20 15.6%	5 20.8%	15 16.3%	12 15.2%	10 13.5%	6 24.0%
UNSURE	24 13.7%	8 11.8%	20 14.3%	17 13.3%	4 16.7%	12 13.0%	12 15.2%	12 16.2%	1 4.0%
NO ANSWER	11	1	8	8	1	8	5	1	2
SIGMA	186 99.9%	69 100.0%	148 100.0%	136 100.0%	25 100.0%	100 100.0%	84 100.0%	75 100.0%	27 100.0%

Q.2- WOULD YOU REDUCE BUDGET DEFICITS BY:
REDUCING DEFENSE SPENDING

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	181 100.0%	68 100.0%	143 100.0%	133 100.0%	25 100.0%	96 100.0%	81 100.0%	74 100.0%	27 100.0%
YES	107 59.1%	34 50.0%	86 60.1%	77 57.9%	16 64.0%	55 57.3%	52 64.2%	40 54.1%	16 59.3%
NO	57 31.5%	25 36.8%	42 29.4%	42 31.6%	7 28.0%	30 31.3%	23 28.4%	26 35.1%	10 37.0%
UNSURE	17 9.4%	9 13.2%	15 10.5%	14 10.5%	2 8.0%	11 11.5%	6 7.4%	8 10.8%	1 3.7%
NO ANSWER	5	1	5	3		4	3	1	
SIGMA	186 100.0%	69 100.0%	148 100.0%	136 100.0%	25 100.0%	100 100.1%	84 100.0%	75 100.0%	27 100.0%

Q.2- WOULD YOU REDUCE BUDGET DEFICITS BY:
SELECTIVELY RAISING TAXES (E.G. OIL IMPORT FEES)

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	172 100.0%	66 100.0%	137 100.0%	127 100.0%	24 100.0%	90 100.0%	77 100.0%	70 100.0%	26 100.0%
YES	98 57.0%	35 53.0%	78 56.9%	69 54.3%	12 50.0%	55 61.1%	48 62.3%	38 54.3%	14 53.8%
NO	60 34.9%	25 37.9%	49 35.8%	48 37.8%	9 37.5%	31 34.4%	25 32.5%	25 35.7%	12 46.2%
UNSURE	14 8.1%	6 9.1%	10 7.3%	10 7.9%	3 12.5%	4 4.4%	4 5.2%	7 10.0%	
NO ANSWER	14	3	11	9	1	10	7	5	1
SIGMA	186 100.0%	69 100.0%	148 100.0%	136 100.0%	25 100.0%	100 99.9%	84 100.0%	75 100.0%	27 100.0%

Q.2- WOULD YOU REDUCE BUDGET DEFICITS BY:
IMPOSING CONSUMPTION TAX

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	175 100.0%	68 100.0%	141 100.0%	131 100.0%	25 100.0%	93 100.0%	81 100.0%	73 100.0%	27 100.0%
YES	50 28.6%	21 30.9%	42 29.8%	37 28.2%	7 28.0%	27 29.0%	23 28.4%	22 30.1%	9 33.3%
NO	103 58.9%	40 58.8%	79 56.0%	74 56.5%	11 44.0%	54 58.1%	46 56.8%	38 52.1%	17 63.0%
UNSURE	22 12.6%	7 10.3%	20 14.2%	20 15.3%	7 28.0%	12 12.9%	12 14.8%	13 17.8%	1 3.7%
NO ANSWER	11	1	7	5		7	3	2	
SIGMA	186 100.1%	69 100.0%	148 100.0%	136 100.0%	25 100.0%	100 100.0%	84 100.0%	75 100.0%	27 100.0%

Q.2- WOULD YOU REDUCE BUDGET DEFICITS BY:
ABIDING BY GRAMM-RUDMAN FOR ACCROSS-THE-BOARD CUTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	183	69	145	134	24	99	82	73	26
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	126	46	101	95	12	66	59	49	20
	68.9%	66.7%	69.7%	70.9%	50.0%	66.7%	72.0%	67.1%	76.9%
NO	27	14	21	20	2	17	11	13	4
	14.8%	20.3%	14.5%	14.9%	8.3%	17.2%	13.4%	17.8%	15.4%
UNSURE	30	9	23	19	10	16	12	11	2
	16.4%	13.0%	15.9%	14.2%	41.7%	16.2%	14.6%	15.1%	7.7%
NO ANSWER	3		3	2	1	1	2	2	1
SIGMA	186	69	148	136	25	100	84	75	27
	100.1%	100.0%	100.1%	100.0%	100.0%	100.1%	100.0%	100.0%	100.0%

Q.3- HOW ASSESSED THE REAGAN ADMINISTRATION'S POLICY REGARDING FOREIGN IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	183	67	146	135	24	99	82	74	26
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
RESTRICTIVE	5	1	4	3	2	3	2	2	2
	2.7%	1.5%	2.7%	2.2%	8.3%	3.0%	2.4%	2.7%	7.7%
LENIENT	108	43	81	80	16	63	45	42	14
	59.0%	64.2%	55.5%	59.3%	66.7%	63.6%	54.9%	56.8%	53.8%
ABOUT RIGHT	70	23	61	52	6	33	35	30	10
	38.3%	34.3%	41.8%	38.5%	25.0%	33.3%	42.7%	40.5%	38.5%
NO ANSWER	3	2	2	1	1	1	2	1	1
SIGMA	186	69	148	136	25	100	84	75	27
	100.0%	100.0%	100.0%	100.0%	100.0%	99.9%	100.0%	100.0%	100.0%

Q.4- IMPACT IMPORTS HAD ON YOUR COMPANY'S SALES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	184 100.0%	67 100.0%	146 100.0%	135 100.0%	25 100.0%	100 100.0%	84 100.0%	74 100.0%	27 100.0%
A SIGNIFICANT IMPACT	89 48.4%	35 52.2%	70 47.9%	73 54.1%	14 56.0%	45 45.0%	38 45.2%	34 45.9%	15 55.6%
A GROWING IMPACT	81 44.0%	26 38.8%	65 44.5%	54 40.0%	9 36.0%	48 48.0%	38 45.2%	32 43.2%	10 37.0%
MINOR OR NO IMPACT AT ALL	14 7.6%	6 9.0%	11 7.5%	8 5.9%	2 8.0%	7 7.0%	8 9.5%	8 10.8%	2 7.4%
NO ANSWER	2	2	2	1				1	
SIGMA	186 100.0%	69 100.0%	148 99.9%	136 100.0%	25 100.0%	100 100.0%	84 99.9%	75 99.9%	27 100.0%

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
PRICE OF IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE
TOTAL ANSWERING	185 100.0%	68 100.0%	147 100.0%	135 100.0%	25 100.0%	99 100.0%	83 100.0%	74 100.0%	27 100.0%
VERY IMPORTANT "3"	164 88.6%	60 88.2%	131 89.1%	117 86.7%	22 88.0%	89 89.9%	72 86.7%	65 87.8%	26 96.3%
MODERATELY IMPORTANT "2"	18 9.7%	6 8.8%	15 10.2%	16 11.9%	3 12.0%	8 8.1%	8 9.6%	7 9.5%	1 3.7%
NOT IMPORTANT "1"	3 1.6%	2 2.9%	1 .7%	2 1.5%		2 2.0%	3 3.6%	2 2.7%	
NO ANSWER	1	1	1	1		1	1	1	
BASE	185	68	147	135	25	99	83	74	27
MEAN	2.87	2.85	2.88	2.85	2.88	2.88	2.83	2.85	2.96
SIGMA	186 99.9%	69 99.9%	148 100.0%	136 100.1%	25 100.0%	100 100.0%	84 99.9%	75 100.0%	27 100.0%

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
VALUE OF U.S. DOLLAR

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELEC.	PAINT/ SUN- DRIES	HOUSE- WARE
TOTAL ANSWERING	177 100.0%	66 100.0%	142 100.0%	129 100.0%	25 100.0%	95 100.0%	80 100.0%	72 100.0%	27 100.0%
VERY IMPORTANT "3"	96 54.2%	41 62.1%	77 54.2%	71 55.0%	14 56.0%	57 60.0%	40 50.0%	38 52.8%	15 55.6%
MODERATELY IMPORTANT "2"	72 40.7%	21 31.8%	56 39.4%	51 39.5%	11 44.0%	33 34.7%	34 42.5%	31 43.1%	12 44.4%
NOT IMPORTANT "1"	9 5.1%	4 6.1%	9 6.3%	7 5.4%		5 5.3%	6 7.5%	3 4.2%	
NO ANSWER	9	3	6	7		5	4	3	
BASE	177	66	142	129	25	95	80	72	27
MEAN	2.49	2.56	2.48	2.50	2.56	2.55	2.43	2.49	2.56
SIGMA	186 100.0%	69 100.0%	148 99.9%	136 99.9%	25 100.0%	100 100.0%	84 100.0%	75 100.1%	27 100.0%

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
QUALITY OF IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	183 100.0%	67 100.0%	145 100.0%	133 100.0%	25 100.0%	98 100.0%	82 100.0%	73 100.0%	27 100.0%
VERY IMPORTANT "3"	84 45.9%	31 46.3%	66 45.5%	60 45.1%	13 52.0%	42 42.9%	36 43.9%	32 43.8%	10 37.0%
MODERATELY IMPORTANT "2"	87 47.5%	33 49.3%	71 49.0%	64 48.1%	11 44.0%	49 50.0%	40 48.8%	36 49.3%	14 51.9%
NOT IMPORTANT "1"	12 6.6%	3 4.5%	8 5.5%	9 6.8%	1 4.0%	7 7.1%	6 7.3%	5 6.8%	3 11.1%
NO ANSWER	3	2	3	3		2	2	2	
BASE	183	67	145	133	25	98	82	73	27
MEAN	2.39	2.42	2.40	2.38	2.48	2.36	2.37	2.37	2.26
SIGMA	186 100.0%	69 100.1%	148 100.0%	136 100.0%	25 100.0%	100 100.0%	84 100.0%	75 99.9%	27 100.0%

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
NON-COMPETITIVE U.S. LABOR COSTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE
TOTAL ANSWERING	185 100.0%	68 100.0%	147 100.0%	135 100.0%	25 100.0%	100 100.0%	84 100.0%	75 100.0%	27 100.0%
VERY IMPORTANT "3"	141 76.2%	53 77.9%	112 76.2%	103 76.3%	20 80.0%	78 78.0%	62 73.8%	48 64.0%	20 74.1%
MODERATELY IMPORTANT "2"	40 21.6%	14 20.6%	32 21.8%	28 20.7%	4 16.0%	20 20.0%	20 23.8%	25 33.3%	7 25.9%
NOT IMPORTANT "1"	4 2.2%	1 1.5%	3 2.0%	4 3.0%	1 4.0%	2 2.0%	2 2.4%	2 2.7%	
NO ANSWER	1	1	1	1					
BASE	. 185	68	147	135	25	100	84	75	27
MEAN	2.74	2.77	2.74	2.73	2.76	2.76	2.71	2.61	2.74
SIGMA	186 100.0%	69 100.0%	148 100.0%	136 100.0%	25 100.0%	100 100.0%	84 100.0%	75 100.0%	27 100.0%

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
CONSUMER ACCEPTANCE OF IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	183 100.0%	68 100.0%	146 100.0%	133 100.0%	25 100.0%	98 100.0%	82 100.0%	74 100.0%	27 100.0%
VERY IMPORTANT "3"	108 59.0%	42 61.8%	86 58.9%	83 62.4%	16 64.0%	55 56.1%	50 61.0%	37 50.0%	17 63.0%
MODERATELY IMPORTANT "2"	65 35.5%	19 27.9%	53 36.3%	46 34.6%	9 36.0%	35 35.7%	27 32.9%	32 43.2%	9 33.3%
NOT IMPORTANT "1"	10 5.5%	7 10.3%	7 4.8%	4 3.0%		8 8.2%	5 6.1%	5 6.8%	1 3.7%
NO ANSWER	3	1	2	3		2	2	1	
BASE	183	68	146	133	25	98	82	74	27
MEAN	2.54	2.52	2.54	2.59	2.64	2.48	2.55	2.43	2.59
SIGMA	186 100.0%	69 100.0%	148 100.0%	136 100.0%	25 100.0%	100 100.0%	84 100.0%	75 100.0%	27 100.0%

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
UNFAIR FOREIGN TRADE PRACTICES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	184	69	147	136	25	99	83	75	27
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT	90	39	72	68	14	56	42	37	11
"3"	48.9%	56.5%	49.0%	50.0%	56.0%	56.6%	50.6%	49.3%	40.7%
MODERATELY IMPORTANT	72	22	59	53	10	33	29	27	14
"2"	39.1%	31.9%	40.1%	39.0%	40.0%	33.3%	34.9%	36.0%	51.9%
NOT IMPORTANT	22	8	16	15	1	10	12	11	2
"1"	12.0%	11.6%	10.9%	11.0%	4.0%	10.1%	14.5%	14.7%	7.4%
NO ANSWER	2		1			1	1		
BASE	184	69	147	136	25	99	83	75	27
MEAN	2.37	2.45	2.38	2.39	2.52	2.47	2.36	2.35	2.33
SIGMA	186	69	148	136	25	100	84	75	27
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
CUSTOMER'S LACK OF UNDERSTANDING OF TOTAL
PROCUREMENT COSTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	181 100.0%	67 100.0%	145 100.0%	134 100.0%	25 100.0%	98 100.0%	81 100.0%	74 100.0%	27 100.0%
VERY IMPORTANT "3"	51 28.2%	19 28.4%	38 26.2%	38 28.4%	2 8.0%	26 26.5%	26 32.1%	16 21.6%	7 25.9%
MODERATELY IMPORTANT "2"	70 38.7%	29 43.3%	58 40.0%	51 38.1%	13 52.0%	39 39.8%	34 42.0%	32 43.2%	14 51.9%
NOT IMPORTANT "1"	60 33.1%	19 28.4%	49 33.8%	45 33.6%	10 40.0%	33 33.7%	21 25.9%	26 35.1%	6 22.2%
NO ANSWER	5	2	3	2		2	3	1	
BASE	181	67	145	134	25	98	81	74	27
MEAN	1.95	2.00	1.92	1.95	1.68	1.93	2.06	1.87	2.04
SIGMA	186 100.0%	69 100.1%	148 100.0%	136 100.1%	25 100.0%	100 100.0%	84 100.0%	75 99.9%	27 100.0%

Q.6- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1988: "PARENTAL AND DISABILITY LEAVE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	180 100.0%	68 100.0%	146 100.0%	133 100.0%	25 100.0%	97 100.0%	83 100.0%	74 100.0%	26 100.0%
VERY IMPORTANT "3"	34 18.9%	14 20.6%	25 17.1%	25 18.8%	6 24.0%	18 18.6%	13 15.7%	10 13.5%	3 11.5%
MODERATELY IMPORTANT "2"	56 31.1%	22 32.4%	50 34.2%	44 33.1%	5 20.0%	32 33.0%	25 30.1%	25 33.8%	9 34.6%
NOT IMPORTANT "1"	71 39.4%	25 36.8%	55 37.7%	52 39.1%	11 44.0%	35 36.1%	35 42.2%	29 39.2%	12 46.2%
NEED MORE INFORMATION	19 10.6%	7 10.3%	16 11.0%	12 9.0%	3 12.0%	12 12.4%	10 12.0%	10 13.5%	2 7.7%
NO ANSWER	6	1	2	3		3	1	1	1
BASE	161	61	130	121	22	85	73	64	24
MEAN	1.77	1.82	1.77	1.78	1.77	1.80	1.70	1.70	1.63
SIGMA	186 100.0%	69 100.1%	148 100.0%	136 100.0%	25 100.0%	100 100.1%	84 100.0%	75 100.0%	27 100.0%

Q.6- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1988: "OCCUPATIONAL DISEASE NOTIFICATION"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE
TOTAL ANSWERING	178 100.0%	68 100.0%	144 100.0%	131 100.0%	23 100.0%	96 100.0%	82 100.0%	74 100.0%	25 100.0%
VERY IMPORTANT "3"	55 30.9%	22 32.4%	43 29.9%	44 33.6%	4 17.4%	29 30.2%	22 26.8%	17 23.0%	8 32.0%
MODERATELY IMPORTANT "2"	58 32.6%	22 32.4%	50 34.7%	45 34.4%	8 34.8%	33 34.4%	30 36.6%	29 39.2%	6 24.0%
NOT IMPORTANT "1"	43 24.2%	15 22.1%	34 23.6%	32 24.4%	9 39.1%	24 25.0%	21 25.6%	22 29.7%	7 28.0%
NEED MORE INFORMATION	22 12.4%	9 13.2%	17 11.8%	10 7.6%	2 8.7%	10 10.4%	9 11.0%	6 8.1%	4 16.0%
NO ANSWER	8	1	4	5	2	4	2	1	2
BASE	156	59	127	121	21	86	73	68	21
MEAN	2.08	2.12	2.07	2.10	1.76	2.06	2.01	1.93	2.05
SIGMA	186 100.1%	69 100.1%	148 100.0%	136 100.0%	25 100.0%	100 100.0%	84 100.0%	75 100.0%	27 100.0%

Q.6- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1988:
"INCREASE IN MINIMUM WAGE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	180 100.0%	68 100.0%	146 100.0%	133 100.0%	25 100.0%	97 100.0%	83 100.0%	74 100.0%	26 100.0%
VERY IMPORTANT "3"	43 23.9%	24 35.3%	36 24.7%	34 25.6%	7 28.0%	26 26.8%	19 22.9%	21 28.4%	6 23.1%
MODERATELY IMPORTANT "2"	70 38.9%	22 32.4%	55 37.7%	54 40.6%	9 36.0%	33 34.0%	36 43.4%	28 37.8%	10 38.5%
NOT IMPORTANT "1"	61 33.9%	20 29.4%	49 33.6%	41 30.8%	7 28.0%	36 37.1%	26 31.3%	25 33.8%	10 38.5%
NEED MORE INFORMATION	6 3.3%	2 2.9%	6 4.1%	4 3.0%	2 8.0%	2 2.1%	2 2.4%		
NO ANSWER	6	1	2	3		3	1	1	1
BASE	174	66	140	129	23	95	81	74	26
MEAN	1.90	2.06	1.91	1.95	2.00	1.90	1.91	1.95	1.85
SIGMA	186 100.0%	69 100.0%	148 100.1%	136 100.0%	25 100.0%	100 100.0%	84 100.0%	75 100.0%	27 100.1%

Q.6· ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1988:
"POLYGRAPH PROHIBITION"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER· IALS	HARD· WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB· ING/ ELEC.	PAINT/ SUN· DRIES	HOUSE· WARE
TOTAL ANSWERING	178	67	144	131	25	95	82	72	25
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT "3"	26	12	21	22	3	16	10	11	2
	14.6%	17.9%	14.6%	16.8%	12.0%	16.8%	12.2%	15.3%	8.0%
MODERATELY IMPORTANT "2"	33	10	23	22	6	16	13	15	7
	18.5%	14.9%	16.0%	16.8%	24.0%	16.8%	15.9%	20.8%	28.0%
NOT IMPORTANT "1"	86	35	69	60	10	48	43	36	14
	48.3%	52.2%	47.9%	45.8%	40.0%	50.5%	52.4%	50.0%	56.0%
NEED MORE INFORMATION	33	10	31	27	6	15	16	10	2
	18.5%	14.9%	21.5%	20.6%	24.0%	15.8%	19.5%	13.9%	8.0%
NO ANSWER	8	2	4	5		5	2	3	2
BASE	145	57	113	104	19	80	66	62	23
MEAN	1.59	1.60	1.58	1.64	1.63	1.60	1.50	1.60	1.48
SIGMA	186	69	148	136	25	100	84	75	27
	99.9%	99.9%	100.0%	100.0%	100.0%	99.9%	100.0%	100.0%	100.0%

Q.6- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1988:
"MANDATORY HEALTH INSURANCENCE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE
TOTAL ANSWERING	180 100.0%	67 100.0%	146 100.0%	133 100.0%	25 100.0%	97 100.0%	83 100.0%	75 100.0%	27 100.0%
VERY IMPORTANT "3"	68 37.8%	28 41.8%	53 36.3%	50 37.6%	10 40.0%	32 33.0%	28 33.7%	27 36.0%	9 33.3%
MODERATELY IMPORTANT "2"	51 28.3%	18 26.9%	45 30.8%	38 28.6%	10 40.0%	37 38.1%	25 30.1%	27 36.0%	7 25.9%
NOT IMPORTANT "1"	38 21.1%	15 22.4%	30 20.5%	28 21.1%	4 16.0%	21 21.6%	18 21.7%	12 16.0%	7 25.9%
NEED MORE INFORMATION	23 12.8%	6 9.0%	18 12.3%	17 12.8%	1 4.0%	7 7.2%	12 14.5%	9 12.0%	4 14.8%
NO ANSWER	6	2	2	3		3	1		
BASE	157	61	128	116	24	90	71	66	23
MEAN	2.19	2.21	2.18	2.19	2.25	2.12	2.14	2.23	2.09
SIGMA	186 100.0%	69 100.1%	148 99.9%	136 100.1%	25 100.0%	100 99.9%	84 100.0%	75 100.0%	27 99.9%

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